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NEW BOOKS

COLLINS, J. H. *Straight business in South America*. (New York: Appleton. 1920. Pp. ix, 305. \$2.50.)

Material published earlier in the *Philadelphia Public Ledger* and other journals is here brought together, still retaining its popular style. Mr. Collins first of all gives pertinent observations as to South America: geography, climate, and population. In a series of short chapters upon the tools of the trade, he takes up banking, investments, distributive organization, and advertising. The remaining chapters discuss such topics as American good will in South America, preparation for South American trade, opportunities for the young man in South America. As a whole, the volume is interesting and helpful. Mr. Collins' observations are generally keen, sane, and well judged. He has not come back with ideas that a development of our trade with South America is to be accomplished over night by any magic, but realizes that mutually satisfactory exchange of services and commodities is the only basis upon which a lasting commerce can be built.

H. R. T.

DOUGLAS, A. W. *Merchandising studies of the states, their resources and development*. (New York: Ronald. 1920. Pp. 178.)

The reader who enjoyed Mr. Douglas' *Merchandising* will be very much disappointed in the present volume. It is not a book on merchandising at all, except as its comments on the history, climate, scenery, resources, and society of eight American states may be interpreted as illustrating conditions governing the attack on markets which are assumed to be typical. Anecdotes, literary and historical references, some optimistic prophecy, and not a little of the shrewd philosophy which makes Mr. Douglas' earlier volume so readable, are scattered through the text.

HOMER B. VANDERBLUE.

ELDRIDGE, F. B. *Trading with Asia*. (New York: Appleton. 1921.)

ERDMAN, H. E. *The marketing of whole milk*. (New York: Macmillan. 1921. \$4.)

VON HENTIG, H. *Ueber den Zusammenhang von kosmischen, biologischen und sozialen Krisen*. (Tübingen: Mohr. 1920. 10 M.)

HERMBERG, P. *Der Kampf um den Weltmarkt*. Handelsstatistisches Material herausgegeben vom Institut für Weltwirtschaft und Seeverkehr an der Universität Kiel. (Jena: Fischer. 1920. Pp. 135.)

VON HIRSCHFELD, G. *Das Problem der deutschen Handels und Wirtschaftsinteressen in Süd-Amerika*. (Berlin: Simion. 1920. 3 M.)

KIDD, H. C. *Foreign trade*. (New York: Prentice-Hall. 1921.)

LAMBERT, H. *Pax economica. La liberté des échanges internationaux, fondement nécessaire et suffisant de la paix universelle et permanente*. (Paris: Alcan. 1921. 9 fr.)

LAMPREY, L. *Masters of the guild*. (New York: Stokes. 1921. Pp. 240. \$2.25.)

LARICE, R. *Storia del commercio*. Third edition. (Milano: Hoepli. 1920. 7.50 fr.)

- LAUT, A. C. *The fur trade of America*. (New York: Macmillan. 1921. Pp. xv, 341. \$6.)
- MOLLAT, G. *Volkswirtschaftliches Quellenbuch. Eine Einführung in der Geschichte, der Theorie und den Praxis von Handel, Industrie und Verkehr*. (Osterwieck: Zickfeld. 1920. 15 M.)
- MORSE, H. B. *The trade and administration of China*. Third edition revised. (New York: Longmans. 1921. Pp. xvi, 505. \$9.)
- MOSSDORF, O. *Die Förderung des japanischen Aussenhandels im Weltkrieg*. (Berlin: Curtius. 1920. 3.50 M.)
- MUNGER, T. L. *Detroit and world-trade; a survey of the city's present and potential foreign trade and seaboard traffic, and the facilities therefor, with special reference to the proposed St. Lawrence deep waterway to the sea*. (Detroit: Board of Commerce. 1920. Pp. 117.)
- PORTER, E. H. *Constructive economic policies. Coöperation and prices. Needs of present day marketing. Problems of food distribution*. (Albany: N. Y. State Dept. of Farms and Markets. 1921. Pp. 17, 16, 16, 13.)
- ROORBACH, G. B., editor. *The international trade situation*. (Philadelphia: Am. Acad. Pol. & Soc. Sci. 1921. Pp. viii, 227. \$1.)
- SAX, E. *Land und Wasserstrassen, Post, Telegraph, Telephon. Die Verkehrsmittel in Volks- und Staatswirtschaft, vol. II*. (Berlin: Springer. 1919. Pp. ix, 533.)
- SCHMIDT. *Internationaler Zahlungsverkehr und Wechselverkehr. Der Zahlungsverkehr, vol. 2*. (Leipzig: Glöckner. 1919. Pp. x, 406.)
- WILLMS, M. *Zur Frage der Rohstoffversorgung der deutschen Jute-Industrie. Probleme der Weltwirtschaft, 34*. (Jena: Fischer. 1920. Pp. 77. 12 M.)
- Annual statement of trade of the United Kingdom with foreign countries and British possessions in 1919, compared with the four preceding years*. (London: King. 1921. Vol. I, pp. 945, 10s; vol. II, pp. 1093, 6s.)
- Kelly's directory of merchants, manufacturers and shippers of the world. A guide to the export and import shipping and manufacturing industries*. Vols. I and II. 34th edition. (London: Kelly's Directories, Ltd. 1920. Pp. cclxxii, 3235; cxxi, 1800. 50s.)
- Markets of the world; a series of economic maps and statistical abstracts of the principal countries of the world*. (Boston: First National Bank. 1920.)
- Sixty-second annual report, for the year 1919-1920, New York State Chamber of Commerce*. (Albany. 1920. Pp. 81.)

Accounting, Business Methods, Investments, and the Exchanges

- How to Manage Men. The Principles of Employing Labor*. By E. H. FISH. (New York: The Engineering Magazine Company. 1920. Pp. xii, 337.)

A great deal of attention has been directed during the past five years